1989 Point Financial Statement ("Consolidated")

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTALS	PCT.
SALES AND ROYALTY INCOME														
Sales - Subscriptions	29,217.25	23,562.00	15,542.60	16,909.00	45,544.25	27,652.76	82,535.67	60,829.00	39,754.00	37,658.00	38,059.67	37,023.00	454,287.20	87%
Sales - Back Issues	177.50	573.49	262.95	165.90	255.05	681.63	672.00	716.50	1,328.00	1,802.95	784.62	496.23	7,916.82	2%
Sales - Mailing List	1,643.29	1,191.01	376.63	1,997.27	953.99	690.03	1,725.16	588.74	3,470.84	200.00	3,367.94	2,868.43	19,073.33	4%
Sales - Direct Distribution	7,431.54	4,580.00	4,861.84	11,644.37	6,542.98	1,946.42	8,960.74	6,350.55	3,229.22	14,531.20	6,333.07	4,338.12	80,750.05	15%
Sales - Warner (natl news)	3,589.55	500.00	9,700.00	5,311.93	5,600.00	9,000.00	5,915.39	400.00	10,200.00	4,710.55	4,300.00	0.00	59,227.42	11%
Book Sales	1,301.62	5,801.39	3,226.02	2,012.70	1,706.30	2,442.23	2,127.96	1,670.70	1,071.41	1,858.90	2,366.34	4,646.04	30,231.61	6%
Royalty Income	0.00	10,000.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	10,000.00	2%
Production Monies	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0%
Change in Sub Liability	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00	0.00	0.00	-137,818.83	-137,818.83	-26%
INCOME SUBTOTAL	**43,360.75**	**46,207.89**	**33,970.04**	**38,041.17**	**60,602.57**	**42,413.07**	**101,936.92**	**70,555.49**	**59,053.47**	**60,761.60**	**55,211.64**	**-88,447.01**	**523,667.60**	**100%**
OTHER INCOME														
Chronicle Income	2,200.00	2,200.00	2,750.00	2,200.00	2,750.00	2,200.00	2,200.00	2,750.00	2,200.00	2,200.00	2,750.00	2,200.00	28,600.00	25%
Unclassifieds	192.00	99.00	1,283.25	267.25	123.00	1,066.50	90.00	195.75	865.00	362.25	115.50	268.50	4,928.00	4%
Misc Royalties	350.98	280.03	0.00	854.39	0.00	0.00	203.81	0.00	625.00	474.03	0.00	0.00	2,788.24	2%
Apple Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
Production Projects	0.00	16,439.45	0.00	7,753.85	0.00	0.00	0	0.00	0.00	0.00	0.00	0.00	24,193.30	22%
Contributions	1,686.00	1,222.00	3,493.00	3,161.00	5,649.94	3,834.24	3,817.00	2,951.00	2,388.00	2,500.00	2,078.00	12,298.00	45,078.18	40%
Interest Income	359.90	208.90	226.64	202.80	169.11	190.14	164.86	342.88	488.35	524.57	522.55	497.87	3,898.57	3%
Sale of Assets	0.00	0.00	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.00	0%
Miscellaneous Income	2,300.00	77.40	14.00	0.00	0.00	1.00	0.00	450.00	0.00	0.00	0.00	-98.60	2,743.80	2%
TOTAL OTHER INCOME	**7,088.88**	**20,526.78**	**7,766.89**	**14,439.29**	**8,717.05**	**7,291.88**	**6,475.67**	**6,689.63**	**6,566.35**	**6,060.85**	**5,466.05**	**15,165.77**	**112,255.09**	**100%**
Grants Income	0.00	400.00	200.00	0.00	0.00	0.00	0.00	0.00	7,500.00	7,000.00	0.00	0.00	15,100.00	
TOTAL REVENUE	***50,449.63***	***67,134.67***	***41,936.93***	***52,480.46***	***69,319.62***	***49,704.95***	***108,412.59***	***77,245.12***	***73,119.82***	***73,822.45***	***60,677.69***	***-73,281.24***	***651,022.69***	
COST OF SALES														
Circulation Pay 13	4,114.04	3,660.00	4,869.00	4,707.00	4,470.96	2,832.96	4,575.12	4,824.00	3,405.00	3,051.00	3,069.00	2,847.00	46,425.08	9%
Sub Fulfillment 23/4	2,124.85	3,605.24	9,902.79	4,054.92	8,382.49	2,836.06	2,439.85	8,506.00	16,078.80	6,383.70	4,491.50	20,656.16	89,462.36	16% (-30K)
Circulation Promo	700.00	68.58	5,246.20	129.57	5,779.82	1,327.37	1,605.21	1,330.14	3,699.90	883.20	2,627.00	4,291.41	27,688.40	5%
Credit Card Discount	326.41	119.00	288.37	230.13	91.58	225.49	182.55	429.47	313.47	291.86	180.56	285.65	2,964.54	1%
Direct Distributor	91.87	114.70	1,407.54	-19.83	536.69	708.51	419.61	139.61	1,167.64	10.38	0.00	1,310.55	5,887.27	1%
Natl Newsstand (Warner)	0.00	0.00	3,000.80	-136.17	2,490.92	308.88	-0.27	981.82	1,900.22	0.00	104.20	2,950.64	11,601.04	2%
Printing Magazine	0.00	0.00	25,468.18	0.00	23,348.93	0.00	0.00	0.00	22,840.74	0.00	0.00	23,226.23	94,884.08	17%
Mailing List Fulfillment	249.54	373.11	128.88	273.23	77.14	329.57	33.40	215.01	291.44	106.71	416.19	59.56	2,553.78	0%
Editorial Pay 15.5	6,467.68	3,796.01	5,198.67	5,350.00	4,018.00	6,144.00	5,054.00	6,430.00	4,560.90	5,530.23	5,449.78	4,116.01	62,115.28	11%
Writers/Contributors	0.00	50.00	7,130.00	1,300.00	8,160.00	400.00	1,340.00	7,815.00	0.00	0.00	5,340.00	30.00	31,565.00	6%
Misc Editorial Expenses	419.75	337.24	120.11	3,153.00	2,211.76	2,335.25	0.00	430.02	146.22	104.18	25.50	330.25	9,613.28	2%
Computer Networks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
Pre-Press	300.00	0.00	4,611.44	500.00	4,455.94	0.00	385.00	179.50	4,412.13	320.00	49.25	4,171.49	19,384.75	4%
Research Pay 5	2,022.00	1,104.00	1,890.00	1,510.50	1,703.00	1,302.00	1,356.00	1,679.00	1,458.00	1,722.00	1,404.00	1,236.00	18,386.50	3%
Research Expense	222.80	1.00	273.56	11.58	73.00	75.00	86.67	91.57	369.17	305.21	3,474.06	165.00	5,148.62	1%
Production Pay 14	6,468.00	2,664.00	5,112.00	6,708.00	1,377.00	4,710.00	6,606.00	432.00	5,505.00	7,764.00	1,128.00	4,536.00	53,010.00	10%
Outside Production Work	803.85	387.55	219.32	825.43	13.73	189.49	1,048.87	-18.00	257.19	1,208.25	7.42	83.99	5,027.09	1%
Production Supplies	16.91	56.05	756.84	66.70	0.00	148.29	84.50	0.00	743.71	86.39	0.00	122.65	2,082.04	0%
Apple Project	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
Signal Book Project	380.00	20.00	20.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	420.00	0%
Fringes Project	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%

CD ROM Project	1,013.84	-143.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	870.28	0%
GBN Project Salaries	1,748.66	6,420.90	1,752.11	13.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,934.99	2%
Purchases - Books	2,842.36	6,041.46	2.00	6,146.41	0.00	0.00	476.43	4,801.15	-1,714.24	10,665.46	678.19	-9,646.05	20,293.17	4%
Fulfillment - Books	80.46	518.59	247.23	168.39	150.41	371.11	40.55	300.22	126.46	199.39	298.06	319.82	2,820.69	1%
Chronicle Expenses	1,740.00	1,705.00	2,115.00	1,705.00	2,150.00	1,475.00	1,610.00	2,051.09	1,650.00	1,670.00	2,075.00	1,585.00	21,531.09	4%
Change in Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
TOTAL COST OF SALES	**32,133.02**	**30,898.87**	**79,760.04**	**36,697.18**	**69,491.37**	**25,718.98**	**27,343.49**	**40,617.60**	**67,211.75**	**40,301.96**	**30,817.71**	**62,677.36**	**543,669.33**	**100%**
GROSS MARGIN	**18,316.61**	**36,235.80**	**-37,823.11**	**15,783.28**	**-171.75**	**23,985.97**	**81,069.10**	**36,627.52**	**5,908.07**	**33,520.49**	**29,859.98**	**-135,958.60**	**107,353.36**	
GENERAL AND ADMIN EXPENSES														
Office Pay	3,174.00	2,721.00	3,066.00	2,802.96	2,730.00	1,827.00	2,317.08	2,388.00	1,875.00	2,571.00	2,553.00	2,003.04	30,028.08	16%
Publishing/Admin Pay	2,270.00	3,000.67	1,591.01	1,746.68	2,475.34	1,293.68	1,209.68	1,320.68	1,344.78	912.45	1,488.90	2,110.67	20,764.54	11%
Insurance	204.76	204.70	2,704.50	204.10	221.12	1,014.85	204.10	213.57	226.96	674.78	382.16	1,088.08	7,343.68	4% (-4,900)
Paid Vacation Expense	96.00	1,152.00	672.00	0.00	0.00	576.00	288.00	672.00	576.00	0.00	192.00	3,840.00	8,064.00	4%
Kaiser Health Plan	313.53	313.53	313.53	313.53	313.53	313.53	313.53	313.53	313.53	313.53	313.53	379.61	3,828.44	2%
Taxes - Other	0.00	0.00	0.00	-161.00	0.00	135.00	1,043.66	210.62	140.00	0.00	122.00	550.00	2,040.28	1%
Taxes - Payroll	2,031.75	1,541.60	1,954.69	5,067.35	1,430.03	1,571.01	3,004.30	1,499.49	1,671.40	1,962.84	1,365.68	1,958.46	25,058.60	13%
Salary Bonus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,700.00	1,700.00	1%
Office/Computer Supplies	305.87	394.97	305.98	169.60	191.01	73.55	799.90	161.73	35.20	246.99	601.91	159.24	3,445.95	2%
Equip Rental/Maint/Supplies	465.08	681.31	751.38	684.52	287.36	979.84	1,612.98	426.36	575.06	463.61	595.22	449.46	7,972.18	4%
Telephone	418.14	549.93	492.94	567.75	791.26	539.60	448.76	519.66	482.60	384.31	543.23	542.56	6,280.74	3%
Postage	625.36	1,220.06	237.11	1,105.02	1,001.11	581.24	641.96	1,497.72	1,135.75	-155.74	940.13	1,380.31	10,210.03	5%
Rent and Building Maintenance	3,333.67	3,283.67	3,338.67	3,364.97	3,153.33	3,415.97	3,508.97	3,465.97	3,350.47	3,438.97	3,415.97	3375.97	40,446.60	21%
Utilities	527.59	508.38	486.41	123.22	77.24	453.22	541.03	523.74	57.20	245.19	226.32	208.93	3,978.47	2%
WEI Fundraising	0.00	0.00	0.00	150.00	790.07	1,153.00	2,452.41	1,350.88	1,484.79	3,545.00	2,351.56	2,441.42	15,719.13	8%
Legal/Professional/Copyright	20.00	24.00	22.00	0.00	102.00	96.00	498.00	48.00	1,117.00	192.00	336.00	1,978.00	4,433.00	2%
Agent Commissions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
Interest and Penalties	230.32	226.51	223.03	219.50	215.93	212.31	208.65	204.94	201.19	197.39	193.55	189.66	2,522.98	1%
Bank Service Fees	64.20	48.60	40.00	45.40	55.60	36.00	50.20	42.20	45.80	47.80	37.00	41.40	554.20	0%
Misc Expenses	-133.56	-64.90	53.38	18.94	31.50	33.49	-10.00	5.75	-15.75	210.05	309.14	882.89	1,320.93	1%
Prior Year Expenses and Adjusts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
WELL repay expenses	-300.00	-300.00	-300.00	-438.28	-460.60	-478.50	-503.45	-214.98	0.00	0.00	0.00	0.00	-2,995.81	-2%
TOTAL GEN & ADMIN EXPENSES	**13,646.71**	**15,506.03**	**15,952.63**	**15,984.26**	**13,405.83**	**13,826.79**	**18,629.76**	**14,649.86**	**14,616.98**	**15,250.17**	**15,967.30**	**25,279.70**	**192,716.02**	**100%**
Grants Expense	0.00	300.00	300.00	0.00	0.00	0.00	0.00	0.00	7,475.00	7,000.00	0.00	0.00	15,075.00	
CHANGE IN FUND BALANCE	***4,669.90***	***20,429.77***	***-54,075.74***	***-200.98***	***-13,577.58***	***10,159.10***	***62,439.34***	***21,977.66***	***-16,183.91***	***11,270.32***	***13,892.68***	***-161,238.30***	***-100,437.66***	

1990 Point Financial Statement ("Consolidated")

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTALS	PCT.
SALES AND ROYALTY INCOME														
Sales - Subscriptions	32,287.75	28,473.95	27,310.00										88,071.70	46%
Sales - Back Issues	935.85	722.85	930.00										2,588.70	1%
Sales - Mailing List	1,937.40	789.68	887.65										3,614.73	2%
Sales - Direct Distribution	12,734.67	3,954.24	3,590.50										20,279.41	11%
Sales - Warner (natl news)	0.00	23,660.07	10,800.00										34,460.07	18%
Book Sales	3,292.68	2,742.50	1,110.80										7,145.98	4%
Royalty Income	0.00	22,500.00	0.00										22,500.00	12%
Production Monies	0.00	0.00	12,500.00										12,500.00	7%
Change in Sub Liability	0.00	0.00	0.00										0.00	0%
INCOME SUBTOTAL	**51,188.35**	**82,843.29**	**57,128.95**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**191,160.59**	**100%**
OTHER INCOME														
Chronicle Income	2,750.00	2,200.00	2,200.00										7,150.00	15%
Unclassifieds	916.75	91.25	1,221.00										2,229.00	5%
Misc Royalties	359.53	0.00	340.63										700.16	1%
Apple Income	0.00	0.00	0.00										0.00	0%
Production Projects	0.00	0.00	0.00										0.00	0%
Contributions	15,264.00	4,408.00	17,493.00										37,165.00	76%
Interest Income	487.30	473.81	524.46										1,485.57	3%
Sale of Assets	0.00	0.00	0.00										0.00	0%
Miscellaneous Income	0.00	346.13	50.00										396.13	1%
TOTAL OTHER INCOME	**19,777.58**	**7,519.19**	**21,829.09**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**49,125.86**	**100%**
Grants Income													0.00	
TOTAL REVENUE	***70,965.93***	***90,362.48***	***78,958.04***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***240,286.45***	
COST OF SALES														
Circulation Pay	2,907.01	2,177.26	2,960.45										8,044.72	5%
Sub Fulfillment	5,875.94	8,764.28	2,960.79										17,601.01	11%
Circulation Promo	148.51	4,520.24	677.75										5,346.50	3%
Credit Card Discount	431.47	377.61	287.87										1,096.95	1%
Direct Distributor	0.00	400.61	63.46										464.07	0%
Natl Newsstand (Warner)	0.00	2,384.38	0.00										2,384.38	1%
Printing Magazine	0.00	24,561.40	0.00										24,561.40	15%
Mailing List Fulfillment	294.54	185.57	134.50										614.61	0%
Editorial Pay	5,106.07	4,260.05	5,300.10										14,666.22	9%
Writers/Contributors	570.00	8,892.00	1,175.00										10,637.00	6%
Misc Editorial Expenses	160.25	336.00	1,082.82										1,579.07	1%
Pre-Press	342.00	4,515.00	0.00										4,857.00	3%
Research Pay	1,351.51	1,829.63	2,218.50										5,399.64	3%
Research Expense	521.66	29.92	399.14										950.72	1%
Production Pay	8,412.82	1,217.63	5,869.84										15,500.29	9%
Outside Production Work	1,058.22	47.01	800.43										1,905.66	1%
Production Supplies	958.74	25.94	785.77										1,770.45	1%
Whole Earth Ecolog OPS	3,000.00	11,875.00	20,125.00										35,000.00	21%
Purchases - Books	23.67	0.00	4,718.51										4,742.18	3%
Fulfillment - Books	845.97	712.88	354.95										1,913.80	1%
Chronicle Expenses	2,176.00	2,010.00	1,945.00										6,131.00	4%

Change in Inventory	0.00	0.00	0.00										0.00	0%
TOTAL COST OF SALES	**34,184.38**	**79,122.41**	**51,859.88**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**165,166.67**	**100%**
GROSS MARGIN	**36,781.55**	**11,240.07**	**27,098.16**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**75,119.78**	
GENERAL AND ADMINISTRATIVE EXPENSES														
Office Pay	2,887.88	2,814.58	3,257.64										8,960.10	16%
Publishing/Admin Pay	2,519.56	4,083.19	2,385.75										8,988.50	16%
Insurance	191.08	191.08	1,201.12										1,583.28	3%
Paid Vacation Expense	408.00	204.00	0.00										612.00	1%
Kaiser Health Plan	433.84	433.84	433.84										1,301.52	2%
Taxes - Other	164.00	0.00	0.00										164.00	0%
Taxes - Payroll	2,232.73	1,567.62	1,923.23										5,723.58	10%
Office/Computer Supplies	498.80	282.29	607.00										1,388.09	3%
Equip Rental/Maint/Supplies	625.83	581.93	460.77										1,668.53	3%
Telephone	470.03	230.74	731.68										1,432.45	3%
Postage	74.30	-289.64	1,742.51										1,527.17	3%
Rent and Building Maintenance	3,488.97	3,380.97	3,420.97										10,290.91	19%
Utilities	329.31	345.60	327.89										1,002.80	2%
WEI Fundraising	2,475.50	2,150.00	2,347.65										6,973.15	13%
Legal/Professional/Copyright	687.00	128.00	76.00										891.00	2%
Interest and Penalties	195.82	196.99	177.69										570.50	1%
Bank Service Fees	39.20	39.40	45.60										124.20	0%
Misc Pub/Admin Expenses	370.00	882.66	504.25										1,756.91	3%
Misc Expenses	275.90	112.19	95.73										483.82	1%
WELL repay expenses	0.00	0.00	0.00										0.00	0%
TOTAL GEN & ADMIN EXPENSES	**18,367.75**	**17,335.44**	**19,739.32**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**55,442.51**	**100%**
Grants Expense	0.00												0.00	
CHANGE IN FUND BALANCE	***18,413.80***	***-6,095.37***	***7,358.84***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***0.00***	***19,677.27***	